

JK 1960  
*Sell your Livestock at . . .*

# *Canada's Largest Public Market*



AERIAL VIEW OF STOCK YARDS

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## **THE UNION STOCK YARDS**

ST. BONIFACE — MANITOBA

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*"Where Supply Meets Demand"*



# Highlights about the Stock Yards

The Union Stock Yards in St. Boniface is the largest in Canada. The area available is almost 200 acres, of which approximately 36 acres are occupied by covered sale and storage pens, alleyways and corrals.

The Yards consist of 1,000 cattle pens, almost 300 pens for hogs, sheep and lambs, in addition to 25 corrals of varying sizes. To provide adequate access to all facilities, 7 miles of paved alleyways are available. A major portion of the cattle pens, and all hog and sheep pens, are covered and fully enclosed to ensure protection from the weather.

Storage capacity of the Yards amounts to approximately 25,000 head, accommodating 15,000 cattle and calves, and 10,000 hogs, sheep and lambs.

Special areas are allocated for milk cows and cattle known to be free from brucellosis. There are also 4 modern chutes available for T.B. and blood testing.

A section of the Yard has been set aside for the storing of livestock in transit. This section is well removed from sales areas, which allows animals in transit to rest without being disturbed.

The Public Markets, Limited, owns approximately 6 miles of railway tracks located on its property and used exclusively for livestock service. The stock yard company also has its own locomotive to do the necessary switching.

There are 48 chutes for unloading and loading livestock arriving or departing by railway. Truck unloading facilities of the latest design, consisting

of 12 chutes and 60 storage pens, are also available to enable prompt handling of livestock arriving by highway.

The yard company has 7 scales conveniently located for weighing stock after sales have been made. Each of these scales is operated by a government-approved weighmaster, and a number of them are equipped with visible dials and the latest printomatic attachments for the purpose of speedy operation. All scales are checked periodically during each market day and at regular intervals by a representative of the Department of Weights and Measures.

To meet the needs of auction selling, 5 sale rings have been made available, of which one is devoted exclusively to calf sales. These are heated and well lighted, and provide comfortable quarters for buyers as well as the general public.

The Government of Canada Marketing Service at the Union Stock Yards compiles market information and issues authentic market reports twice daily. These reports and quotations are based on actual sales. This office also assumes responsibility for seeing the provisions of the Live Stock and Live Stock Products Act are observed. In addition, the Health of Animals Division maintains on the Yard a staff of Veterinary Inspectors, who are on hand to inspect inward and outward shipments, and to enforce any regulations necessary to protect the health of the livestock.



CATTLE ARRIVING BY RAIL

# The Story of Selling

Closely allied in Western Canada's expanding economy with wheat farming and the younger but rapidly growing oil industry, the raising and selling of livestock ranks high in its contribution to the business life of the community and is assuming ever-increasing importance to producers and the country as a whole as a basic source of our food supply.

Throughout the many years of its existence a system of buying and selling livestock second-to-none has been built up at the Union Stock Yards, St. Boniface. In the process of marketing, a consignment of livestock arriving at the yards is unloaded by The Public Markets, Limited, owners and operators of the Union Stock Yards. It is the yard company's responsibility to deliver the stock to the designated commission firm's alley and to record the shipper's name and address and the kind and number of livestock unloaded. There are eight qualified and bonded commission firms at the Union Stock Yards to whom shippers may consign their stock.

The responsibility of the commission firm enters the picture just as soon as the stock is delivered to its alley. At this point, its staff takes over and feeds and waters the fresh arrivals. The sorting follows with the staff of the commission firm cutting the bulls out of the load, separating the females from the steers and, in short, preparing the shipment for sale to the best advantage. The selling of livestock is the most important service that the commission firm renders to livestock shippers.

The commission firms operating on this market are bonded to the Dominion Government and are governed by, and function under, the provisions of the Live-stock and Livestock Products Act passed in 1917. All firms have excellent facilities to render the fullest service to producers and shippers of livestock. Their knowledge of quality, values and dressing percentages of slaughter cattle, as well as their individual longtime practical marketing experience and familiarity with conditions in other parts of Canada and the United States, enables them to render the best possible service to the producer.



CATTLE ENROUTE TO PENS

CATTLE FEEDING

Services provided by the selling agencies have been improved over the years to meet changed conditions; the methods of trading and selling have undergone radical changes to meet newer trends and demands. Long recognized as the accepted method of trading was the private barter system under which the salesman exhibited his livestock to all possible buyers individually, and took bids privately, terminating the transaction by selling to the highest bidder. More recently, however, the trend has been to the auction method of selling, whereby the animals are shown openly in a sale ring for all interested buyers to see and bids are taken by an auctioneer. By this means all buyers have an equal opportunity at one and the same time, and the buying and selling operation can be seen by everyone. In the last analysis it is, of course, the owner who must be satisfied and the method of selling is arranged at his option.

# The Open Competitive Market

The important feature of selling on the open competitive market is that there are many buyers representing the packing houses, wholesale butchers, eastern wholesale houses and American interests, and it is the function of the salesman to get the highest possible price for all the stock he has to sell. Because of its role in establishing prices, the public market is the balance wheel for the livestock industry as a whole, and it is no secret that prices established on this market are used as a basis for consummating transactions in livestock selling and buying elsewhere throughout the west. Operated daily and completely competitive, the open market at St. Boniface establishes prices that are comparable with, if not higher than, the level to be found generally. Livestock marketed through the Union Stock Yards is all sold on a live weight basis, and the weight is attested to at the time of sale by a scale ticket, issued by government-approved weighmasters operating government-approved and tested scales.

The public market at St. Boniface has been in operation since 1913 and has been helped and sustained over the years by the efficient marketing service operated under the jurisdiction of the Livestock Branch of the Dominion Government. Fluctuating as prices do from time to time due to seasonal conditions or for other reasons, this market service provides a current and accurate means, via press and radio, of measuring livestock values established on the open market. In a free country, it is up to the producer to decide on the method of selling he wishes to pursue, but his bargaining power can be strengthened or weakened by the extent to which he supports, or withholds his support, of recognized open market outlets. He can strengthen his bargaining power by seeing that all his livestock is directed to the public livestock market or he can lessen the effectiveness of such markets by selling directly to processors. The organization of a public market has been established to permit the maximum amount of protection to the shipper; the facilities offered are modern and adequate and it is in such facilities that he is able to properly display his animals for sale and obtain the widest possible choice of purchasers.

# Volume of Business

ANNUAL AVERAGE VALUE OF LIVESTOCK SOLD AND HANDLED AT THE UNION STOCK YARDS DURING A FIVE-YEAR PERIOD

Cattle Sold on the Market:		Number	Value	
CATTLE	286,042		\$41,519,943	
CALVES	92,471		5,317,393	
HOGS	143,263		5,820,851	
SHEEP & LAMBS	22,475		299,763	\$52,957,950
Through-Billed Stock:				
CATTLE	198,581		\$29,745,295	
CALVES	51,905		4,456,804	
HOGS	25,500		988,443	
SHEEP & LAMBS	46,182		677,799	
HORSES	7,527		459,096	\$36,327,437
ANNUAL AVERAGE VALUE				\$89,285,387

CONSIGN ALL YOUR LIVESTOCK TO THE OPEN COMPETITIVE MARKET AT



# Winnipeg Livestock Exchange

## COMMISSION FIRMS

Armstrong Commission Co. Ltd.  
Burns Bros. Limited  
Canadian Livestock Co-Operative  
(Western) Ltd.  
D. Coughlin & Sons Ltd.

J. L. Coughlin Co. Ltd.  
Geo. H. Flanigan & Sons Ltd.  
Trepel, Doan & Co. Ltd.  
Weiller & Williams (Manitoba) Ltd.

## BONDING

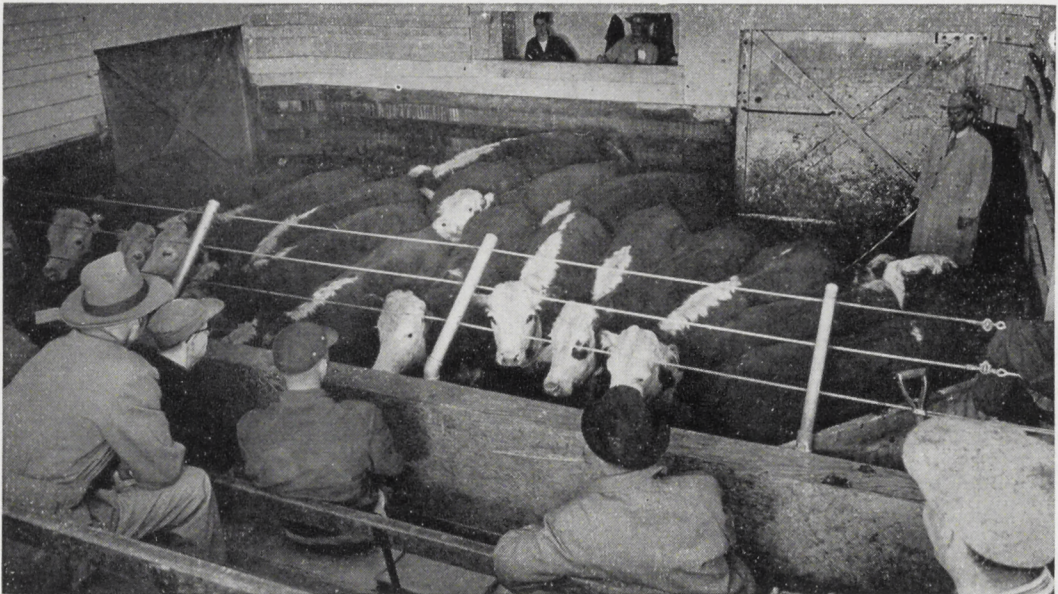
All the above Commission Firms are bonded to the Government of Canada as a measure of insurance to the livestock producer. In addition all livestock traders and wholesale butchers must post a bond either to the Government of Canada or the Winnipeg Livestock Exchange. Trading practices are continually under supervision by the District Supervisor, Livestock Marketing Division, Winnipeg, and the Senior Stock Yards Agent at St. Boniface.

## LIVESTOCK DEALERS

Anderson Livestock Ltd.  
G. B. Bater Agencies Ltd.  
N. Hershfield & Co.

W. C. Johnston & Co.  
Kare Horse Exchange  
J. Kosatsky & Son

G. Mould  
A. I. Wodlinger & Co.



AUCTION RING

## PACKING HOUSES

Burns & Co. Ltd.

Canada Packers Ltd.

Swift Canadian Co. Ltd.

## CUSTOM KILLING ABATTOIRS

Farmers' Abattoir Co.

St. Boniface Abattoir Ltd.

Public Abattoir Ltd.

## WHOLESALE BUTCHERS AND DEALERS

Phil Blatt Ltd.

S. Fleisher

Jack Forgan Wholesale Meats Ltd.

H. Grusko & Sons

Halparin Wholesale Meats Ltd.

Matas & Co.

O. K. Packing Co. Ltd.

Raizen Wholesale Meats Ltd.

Winnipeg Beef Co. Ltd.

Zlotnick & Setnor

# AT ST. BONIFACE



# The Public Markets, Limited

In the early years of the present century the need for adequate marketing accommodation to meet the rapidly growing livestock industry became imperative. To provide a solution to this problem the Province of Manitoba, in 1911, passed an Act incorporating The Public Markets, Limited.



TRUCK UNLOADING CHUTES

Following passage of this Act, negotiations were then entered into between the government and the railway companies with a view to the development of a modern stock yards. As a result the railways undertook to (1) subscribe to all stock in the newly incorporated company, (2) secure a suitable site without delay and (3) construct thereon the necessary facilities.

The Union Stock Yards in St. Boniface, thus formed, was officially opened on August 14, 1913. The facilities and accommodation, carefully planned, are still considered to be the best and most modern in Canada.

Improvements are continually being made to keep pace with changing conditions. New facilities added over the years include: chutes for tuberculin testing, testing for bangs disease and inoculation for shipping fever; wash racks with hot water for cleaning motor vehicles conveying livestock; modern unloading dock and receiving pens for livestock delivered by truck; and, finally, the complete mechanization of yard cleaning operations, feed deliveries and sanitation equipment to ensure the entire plant being kept in the best possible operating condition at all times.

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*The PUBLIC MARKETS, Limited*

K. KNOWLES

*Manager and Treasurer*

*Owners and Operators of*

*THE UNION STOCK YARDS*



# Winnipeg Livestock Exchange

## EXECUTIVE OFFICERS YEAR 1960

W. H. TOD, President

R. L. FLANIGAN, Vice-President

F. P. BUGEE, Secretary-Treasurer

### Board of Directors

G. B. Bater  
P. C. Gregory

J. A. Coughlin  
C. Ladin  
A. I. Wodlinger

H. G. Crane  
E. Oakley

Subsequent to the establishing of the open market at the Union Stock Yards, St. Boniface, a meeting of representatives of all interests involved in the buying and selling of livestock was held on September 3rd, 1914, for the purpose of discussing the advisability of organizing an Exchange. Later in October of the same year the nucleus of the Winnipeg Livestock Exchange was formed.

The Exchange was incorporated on March 19th, 1920, for the express purpose of setting up an organization to establish and maintain rules, regulations and uniformity in the business of marketing livestock among the persons engaged in the buying and selling of same on the open market.

### *The Purposes of the Exchange*

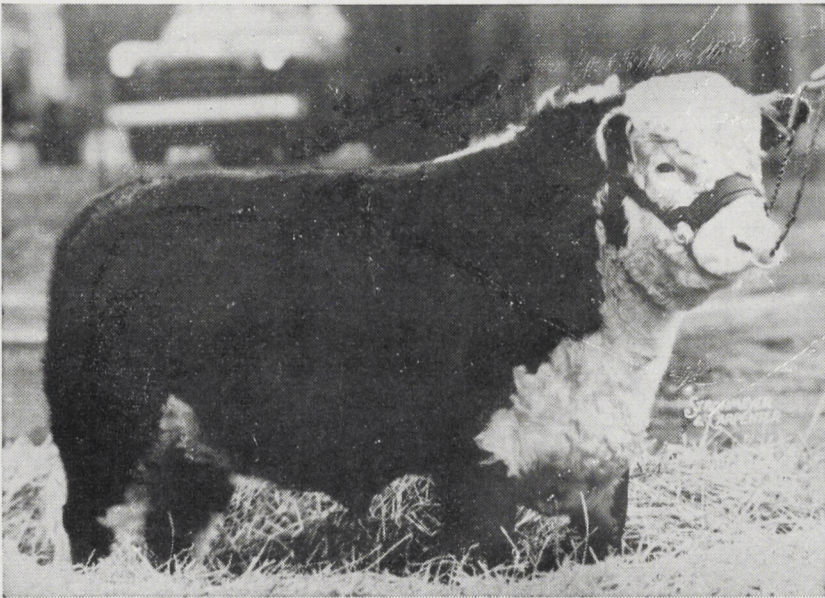
1. To establish and maintain a Commercial Exchange, not for pecuniary gain or profit, but for the furtherance of all interests directly connected with the buying and selling of livestock at the Union Stock Yards, St. Boniface.
2. To promote and establish uniformity in the customs and usages of the livestock trade.
3. To provide speedy adjustment of business disputes between its members.
4. To secure to all its members the benefit of co-operation for the furtherance of their legitimate pursuits.
5. To promote in all respects the interests of the livestock trade in Canada.
6. To protect members by taking bonds, security affecting insurance or otherwise.

MEMBERSHIP — Consists of some one hundred members of the livestock industry representing Commission Firms, Packing House Buyers, Wholesale Butchers, Order Buyers, Dealers and Traders, all of whom do business at the Union Stock Yards.



# *Good Quality-Hornless Cattle*

The Winnipeg Livestock Exchange has emphasized since its organization the importance of raising good quality cattle and of having cattle de-horned. De-horning is a practice which should be carried out by every producer of commercial livestock. Horned cattle, in addition to drawing a two-dollar a head fine (payable to the Provincial Government) also cause losses to other stock. Bruising is probably the greatest damage done by horned cattle, and while this type of injury seldom shows signs on the surface, it does affect dressing percentage of the beef. As a result buyers, upon seeing horned cattle, will usually make allowances for damage that might or might not have occurred. In other words, their preference is decidedly for de-horned animals which command a higher price. It is absolutely essential, therefore, that all commercial cattle be de-horned if the stock is to bring its full market value.



## *Use Quality Bulls*

Using a good bull with your herd is of the utmost importance in raising good quality commercial cattle. Prices are always higher for finished stock and while proper feeding and management practices are essential, the most important step on the road to good beef production is the use of top quality purebred bulls. For particulars as to how you can arrange for the use of a good bull please contact your local agriculture representative, or the Livestock Branch, Provincial Department of Agriculture for Manitoba, Saskatchewan or Alberta.

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# THE UNION STOCK YARDS

ST. BONIFACE, MANITOBA